

Message Text

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41

ACTION OPIC-06

INFO OCT-01 AF-06 ISO-00 COME-00 XMB-02 STR-04 PRS-01

CIAE-00 INR-07 NSAE-00 L-03 TRSE-00 IGA-02 SP-02

AID-05 OMB-01 EB-07 /047 W
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R 191330Z FEB 76

FM AMEMBASSY MBABANE

TO SECSTATE WASHDC 9175

INFO AMEMBASSY GABORONE

AMEMBASSY MASERU

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DEPT PASS OPIC AND COM

E.O.11652: N/A

TAGS: EFIN, BEXP, WZ

SUBJECT: INVESTMENT PROMOTION - INTERNATIONAL HARVESTER
INTEREST IN TINKABI TRACTOR PROJECT

REF: (A) MBABANE 0044, (B) MBABANE 0057

1. HENRY NATHAN, DIRECTOR, NIDCS, HAS INFORMED EMBASSY THAT PLANS FOR MANUFACTURE IN SWAZILAND OF TRACTOR IMPLEMENTS FOR INTERNATIONAL HARVESTER EQUIPMENT OURKINED REFTELS ARE PROCEEDING. NIDCS HAS RECEIVED ORDERS FROM HARVESTER DISTRIBUTORS IN KENYA, TANZANIA AND ZAMBIA AND HAS ARRANGED FOR DELIVERY OF NECESSARY PARTS FROM SOUTH AFRICA. AS SOON AS LETTERS OF CREDIT RECEIVED, NIDCS TINKABI WORKSHOP WILL PROCEED WITH MANUFACTURE/ASSEMBLY OF THESE IMPLEMENTS.

2. DURING HIS DISCUSSIONS WITH NATHAN AND CATTERICK (SEE MBABANE 0211), GARIS OF RAYGO SUGGESTED NIDCS MIGHT DISCUSS MARKETING OF TINKABI WITH UK FIRM OF BLACKWOOD HODGE, WHICH DISTRIBUTES PRODUCTS OF RAYGO AND MANY OTHER LEADING EARTH MOVING, CONSTRUCTION EQUIPMENT FIRMS WORLD-WIDE. NIDCS IS FOLLOWING UP ON THIS

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SUGGESTION. IN VIEW OF THIS AND LUKEWARM INTEREST OF RAYGO IN

TINKABI PROJECT, EMBASSY URGES THAT DEPT AND OPIC CONTACT
INTERNATIONAL HARVESTER AT HIGH LEVEL AS SUGGESTED BY AMBASSADOR
IN REF A TO STIMULATE THEIR INTEREST IN TINKABI, IF THIS HAS
NOT ALREADY BEEN DONE. WE WOULD APPRECIATE REPORT ON THEIR
REACTION.
LANE

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Message Attributes

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TAGS: EFIN, BEXP, WZ, INTERNATIONAL HARVESTER
To: STATE
Type: TE
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